

Sales Manager

KHS is a subsidiary of Salzgitter AG. As one of the world's leading manufacturers of filling and packaging systems for beverages and liquid food we are a world-class player. Our customers have trusted in our passionate pioneering spirit and first-class technologies for over 150 years. However, we can only remain world class if we continue to find new employees who make just as high demands of themselves and the quality of their work as our customers make of us at KHS. Are you one of them?

Location: Johannesburg | Gauteng | Südafrika

Your Tasks

- Development of sales strategies (market and customer development)
- Representing KHS Product Technologies
- Customer Relationship Management
- Attending local exhibitions, Workshops and road shows
- Regional social media marketing
- Conduct regional market analysis and trends
- Define local sales and service strategies for KHS products
- Canvassing (active marketing)
- Initiating opportunity (KHS Connect)
- Manage and execute Offer
- Preparation of budget quotations
- Manage Both Internal and External Stakeholders
- Technical & commercial discussions
- Clarify and verify commercial and contractual terms (internal/external).
- Preparation of order entry
- Handover and external technical clarification
- Compiling and delivering quotes, proposals and tender documents.
- Developing, implementing, and monitoring visitation programs to source new customers and opportunities.

Your Qualifications

- University degree in mechanical or electrical engineering
- 3-5 years sales experience in the filling and packaging industry
- Good knowledge of KHS Product Technologies as well as SAP and MS office
- Travel Local and International required
- Ability to work under pressure, ability to work in a team, high willingness to learn
- Self-Management, Goal-oriented and Work Independently and Team Player
- Attention to Detail
- Excellent communication skills
- German Speaking would be an advantage
- Must be willing and able to travel locally and internationally as required by operational and business needs.
- Must be willing and able to attend local and international exhibitions, trade fairs, training programmes, and other company-related events as required.

Benefits

- Innovative and international working environment
- Challenging and diversified job
- Working in a highly motivated team
- Strong company group
- Attractive remuneration
- Social benefits

In order to ensure our success in the future, too, we need first-class employees – and we also have plenty to offer them.

Contact:

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